gap**wireless**®
N E W S L E T T E R

TEST & MEASUREMENT

A quarterly newsletter dedicated to Cutting Edge Solutions for the Next Generation

MARCH UPDATE

New Giveaway & Contest

Exciting product giveways from Gap Wireless to boost your bench on pg. 6
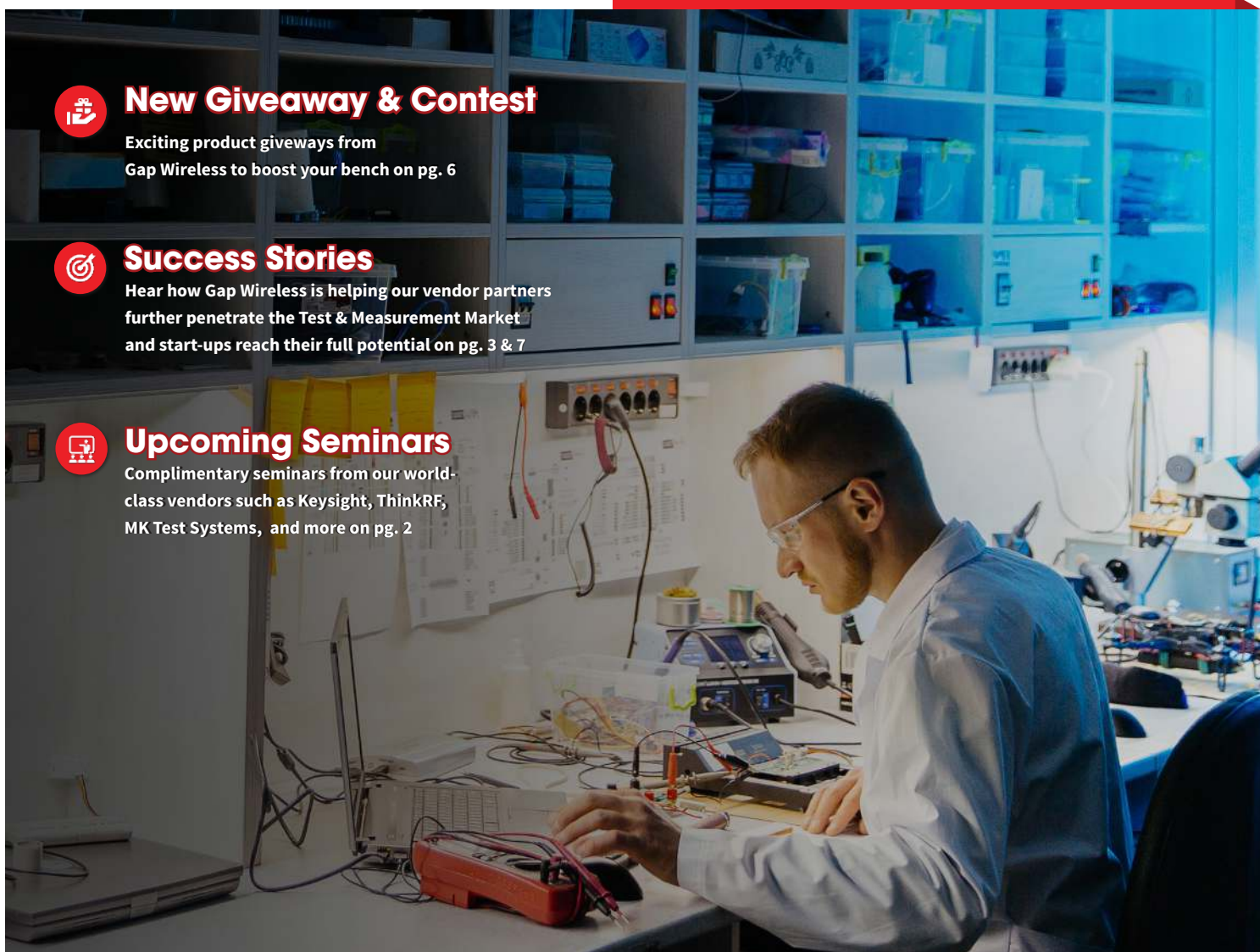
Success Stories

Hear how Gap Wireless is helping our vendor partners further penetrate the Test & Measurement Market and start-ups reach their full potential on pg. 3 & 7

Upcoming Seminars

Complimentary seminars from our world-class vendors such as Keysight, ThinkRF, MK Test Systems, and more on pg. 2

Negotiating

Conflicting Work Styles

We all run into situations where a person we have to work with makes us crazy (and we've all done it to others – perish the thought!).

We will examine four common task-styles, based on the widely known and used DiSC® Profile (D = Dominance, I = Influence, S = Steadiness, C = Conscientiousness)
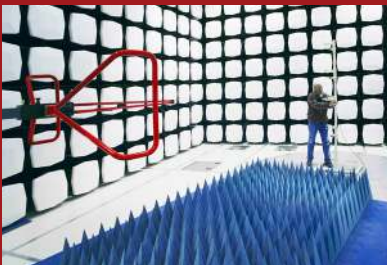
pg.6

UPCOMING
SEMINARS & EVENTS

At Gap Wireless we partner with our world-class vendors, such as Keysight Technologies, and schools to deliver training to address new technologies and techniques.

Gap Wireless brings a whole new definition of partnership with its partner schools. We help them attract students, and partner with industry leaders to provide courses that drive job opportunities. Here is a video on how we drove this concept at Humber College (link).

Below we have highlighted some of our upcoming complimentary training seminars and events that we are participating in. We hope to see you at an upcoming session or event!

REGISTER TODAY

www.gapwireless.com/gap-wireless-events

Apr 21   Advanced Engineering Seminar
Georgian College, Barrie, ON

Our second Advanced Engineering Seminar at Georgian College will cover mostly EMC, EMI, and simulation techniques. Pre-registration can be found on our events page (**Register now**).

May 27-28   CANSEC 2020
EY Centre, Ottawa, ON

CANSEC is North America's largest tri-lateral defence event. CANSEC 2019 will once again showcase leading-edge technology, products and services for land-based, naval, aerospace and joint forces military units. Visit us at booth #610. **More info**

TBD   Cable & Connector Care
ventureLAB, Markham, ON

One of the basics for making precise measurements is choosing the right cables and connectors and how to properly care for them.

Gap Wireless will be holding a cable & connector care training seminar at ventureLAB. Dates to be determined.

HARDWARE CATALYST INITIATIVE
FIRST COHORT APPLICATIONS
OPEN NOW
Visit: venturelab.ca/HCI
ventureLAB

Expand Your DAQ Capabilities With Keysight Technologies

Get a free DAQM901A 20 channel multiplexer module with purchase

What could be better than the industry's best general-purpose DAQM901A multiplexer module? A 20-channel multiplexer module with two additional, dedicated channels for current measurements… for free!

For a limited time, Gap Wireless customers can claim a complimentary DAQM901A multiplexer module when they purchase a combination of a data acquisition (DAQ) mainframe, DAQ970A or DAQ973A, with the new DAQM909A digitizer module.

Qualifying DAQ Product Models:

DAQ Mainframe: DAQ970A or DAQ973A

DAQ Digitizer Module: DAQM909A

Promo Code: 6.042

Eligible Dates: February 1st 2020 -> September 30th 2020

Eligible Regions: US, Canada, Brazil, Mexico, Asia Pacific, EMEAI (excluding Turkey, Israel, Russia), Greater China.

Request a quote for a DAQ970A/DAQ973A mainframe and DAQM909A digitizer module today!

MORE INFO

KEYSIGHT TECHNOLOGIES
Authorized Distributor

Gap Wireless Flashback

At Gap Wireless we capped off 2019 with a fantastic Christmas Party at Game-TIme Sports Bar & Games in Mississauga. It was a highly entertaining evening of celebration and reflection on a successful, although challenging year at Gap Wireless.

Games were played, food was devoured and beer and cocktails were had. As the open bar was nearing it's close, there was even a Tequila tasting contest.

Our Christmas Party has a new standard and the Gap Wireless social committee has their work cut out for them for Christmas 2020.

NANUK
Professional
Protection Cases

The Gap Wireless Web Store now carries the full line-up of Nanuk Professional Protective Cases.

NANUK durable protective cases are designed to protect the most sensitive equipment in the harshest environments. Whether transporting your gear through the unforgiving Amazon jungle or across the planet's most punishing terrain, every detail of NANUK durable, hard-sided cases has been refined and perfected to offer the utmost in protection and performance. From their high-impact NK-7™ resin to our PowerClaw™ latches, NANUK equipment and industrial cases have been engineered and manufactured to stringent military specifications to surpass the needs of the most demanding users. These virtually indestructible, lightweight, protective watertight cases offer the ultimate grade of protection in a variety of sizes, configurations, and colors.

THIS IS THE NANUK ADVANTAGE
- Superior Design
- Powerclaw Superior Latching System
- Waterproof & Dustproof IP67 Rated
- Indestructible & Lightweight NK-7 Resin
- Lifetime Warranty
- MIL-SPEC
- See all certifications for more details.
- Up to 10 colors available
- Soft Grip Handle
- Top and bottom panel mount
- Reinforced metal padlock holes
- Polyurethane smooth wheels
- 2-stage retractable handle
- Spring loaded handle
- Stay open lid technology

BUY NOW

MK Test Systems at Gap Wireless

""Gap Wireless is proud to distribute and support MK Test Systems electrical test solutions to the aerospace, transportation, defence, and industrial sectors in Canada."

Dino Berardi, Director of Sales, Gap Wireless

Gap Wireless is excited to announce that we are now the Canadian distributor of MK Test Systems. MK Test Systems is a world-leading manufacturer of automatic electrical testing systems for OEMs and MROs within aerospace, rail and many other industries. They collaborate closely with OEMs in order to develop and build ATE (Automatic Test Equipment) across a wide range of high-performance industries.

MK Test Systems is a synergistic addition to the Gap Wireless growing, value-added Test & Measurement vendor partner portfolio. MK testing equipment is used in manufacturing facilities around the globe, with a growing base of business across the USA and Europe.

Available MK Test Systems Solutions

- High Voltage Wire Harness Test Systems
- Portable High Voltage Wire Harness Test systems
- BLTU Bond and Loop Resistance Tester
- High Voltage Function Test systems
- BLRT Bond, Loop and Joint Resistance Tester

Now up to 60 GHz

WaveMon
EMF Personal Monitor

5G READY

- WaveMon RF-8
- WaveMon RF-60

25% OFF WAVEMON & FREE GPS ADD-ON

UNTIL MAY 31

The WaveMon RF-60, the new personal monitor of the WaveMon family, alerts the user of high frequency electromagnetic fields up to 60 GHz, range that includes the next-generations 5G networks worldwide.

WAVECONTROL
Safety, Quality, Service

About Wavecontrol

Wavecontrol designs and develops professional instruments for measurement, monitoring and evaluation of human exposure to electromagnetic fields. Their calibration laboratory (LabCal Wavecontrol) is ENAC accredited and recognised in most countries around the world through the ILAC network. All devices manufactured by Wavecontrol are delivered standard with ISO 17025 accredited individual calibration at no extra cost, as a further indication of our commitment to quality and reliable measurement.

Interested in Wavecontrol?
Contact Gap Wireless

1.855.826.3781

quotes@gapwireless.com

Visit Our Website

The WaveMon RF-60 exposimeter can trigger an E-field overexposure alarm according to the international limits, with a new feature: it now includes the limits not only for workers, but also for the general public in the standards ICNIRP, FCC and EU Directive 2013/35.

The new design of the new WaveMon presents substantial improvements, such as the battery level display with blue LEDs and the increased charging efficiency through the USB port.

The WaveMon software has also been updated. Now, the log charts can be easily copied to the clipboard and the data log can be quickly exported with default file names. Finally, the alarm sensitivity of the WaveMon can be set to 10%, improving on the 25% allowed until now.

Moreover, the WaveMon RF-60 has the same advantages of the rest of the WaveMon family: GPS and altimeter to map the measurements, lightweight, portable, easily wearable on the arm or in the harness, and a huge battery autonomy.

The Main Characteristics of the Wavemon

- Conforms to international electromagnetic field safety standards
- E-field measurements up to 60 GHz
- Isotropic sensors
- **FREE GPS ADD-ON (Until May 31)**
- RMS detection
- Weighted response chosen from among ICNIRP, European Directive 2013/35/EU, FCC, Safety Code 6 (2015) and NATO, for direct comparison with the standard limit
- Instantaneous and average values, according to international standards
- High immunity at a 50/60 Hz: 30 kV/m
- User-configurable alarms
- High intensity audible, visible and vibration alarms
- Customisable alarm threshold
- Datalogger to report and record data
- RF absorption to reduce reflections from the user's body
- USB for PC connection to parameterise and download data
- Small and lightweight
- Powered by 2 standard disposable or rechargeable (via USB port) batteries
- Autonomy over 200 hours

www.gapwireless.com

WEIGHTED RESPONSE

The WaveMon gives a specific weighted response for each standard. It is not just single model that attempts to follow all standards at once. Such an approach will always result in poorer accuracy. This is a weighted response, designed to follow the limits of the applicable standard, for greater accuracy.

The following monitors are now available:
- WaveMon RF-60 ICN - ICNIRP version
- WaveMon RF-60 EUD - European Directive 2013/35/EU version
- WaveMon RF-60 FCC - FCC version
- WaveMon RF-60 SC6 - Safety Code 6 (2015) version
- WaveMon RF-60 NATO - NATO version

DATALOGGER

The WaveMon is a radio frequency exposimeter that have a datalogger for continuous data recording.

Communication with the device is through a USB port that allows you to parametrise the device and download the recorded data. This makes it easy to create reports and allows you to keep a record of your exposure data for your safety.

PRACTICALITY

We have created an accessory that allows you to attach the personal RF monitor to your harness, arm or belt and so take it in hand to hold it near a radiation source and then put it back in place easily. You can also secure it with a small carabiner so that it won't be dropped.

BATTERIES

The device is small and lightweight and works with AA batteries that can be recharged via the USB port. It can also use standard AA batteries, so that they can always be easily replaced. Easy, isn't it? Because we want you always to be protected.

GPS AND ALTIMETER

The WaveMon is the only RF personal monitor equipped with a GPS and Altimeter for geolocation of measurements.

As an example, in a telecommunication tower, the GPS will provide the geographical position of the tower and the Altimeter the relative height from the ground. Thus, the radio frequency monitor will record 'Exposure Level' together with 'Date', 'Time', 'Geographical Position' and 'Height' on the Tower, allowing you to perfectly locate the hotspots.

ALARMS ON INSTANT AND AVERAGE VALUES

The WaveMon is the only personal RF monitor that can give alarms for average value and instantaneous value at the same time.

Remember that internationally established exposure limits are specified as values averaged over a given time (e.g. 6 or 30 minutes). Some important examples include the limits established under ICNIRP, FCC, Safety Code 6, European Directive 2013/35/EU, etc.

USER-CONFIGURABLE ALARMS

Over-exposure alarms can be configured from a PC with all their parameters. Two different alarms can be programmed and personalised separately.

The following basic parameters can be personalised:
- Value type (generated by instantaneous or average value)
- Alarm level (% of limit)
- Type of alarm (sound, vibration or both)

LOW FREQUENCY IMMUNITY

Experience shows that personal RF monitors with poor immunity to low frequencies give false alarms near high-voltage lines or other types of powerful electric equipment.

The WaveMon is the personal monitor with the best immunity and it can work in electric field intensity conditions of up to 30 kV/m at 50/60 Hz without giving false readings of non-existent RF levels. That is better, for example, than the occupational exposure limit under ICNIRP: 20 kV/m.

RF ABSORTION

When the personal monitor is worn on the body, which is how it is most often used, reflections of electromagnetic fields from the body itself can affect the measurement and compromise its accuracy.

The holder for the WaveMon includes an RF absorbent material to reduce that effect. When the device is in the holder, next to the body, the absorbent material is placed strategically between the sensor and the body, but when it is used away from the body, outside the holder, that material is not present and the WaveMon gives an undisturbed isotropic behaviour.

STAC 2020 Hunt: Solutions

New Giveaway Contest

Every month on our LinkedIn Company Page we run a "Like & Comment" Giveaway Contest for a Keysight Technologies product.

It's simple, to enter all you have to do is "like and comment" on the giveaway post pinned to our company page.

Each contest runs for 2-3 weeks, then we randomly select the winner who has liked and commented on the post.

What are we giving away this month?

Keysight U1282A Handheld Digital Multimeter, 4½ Digit, IP67 with Remote Logging Display and Bluetooth ($830 USD)

Key Features

- IP67 certified water-and-dust resistance withstands harsh environments and drops up to 10 feet
- 60,000 counts resolution and 0.025% basic DCV accuracy
- Continuity tests with visual and audio alerts
- Built-in Low Pass Filter for accurate VFD troubleshooting
- Vsense alerts in the presence of high AC voltage
- Stay productive with 800 hours of battery life and datalogging via Bluetooth
- Built-in square-wave generator
- CAT III 1000 V and CAT IV 600 V Overvoltage Protection

Where to enter the contest?

https://www.linkedin.com/company/gapwireless/

Negotiating Conflicting Work Styles

We all run into situations where a person we have to work with makes us crazy (and we've all done it to others – perish the thought!).

We will examine four common task-styles, based on the widely known and used DiSC® Profile (D = Dominance, I = Influence, S = Steadiness, C = Conscientiousness). What I'm hoping to offer is a simple approach to spotting patterns in your behaviour and the behaviour of others, and suggestions on how you can leverage these differences for everyone's benefit.

As you read through them, identify your style (you may also find you use parts of all the styles or that you use one style at work and another at home), and consider the styles of key teammates you need to work with. If you're having trouble working well with someone, you might even consider putting this on the table with them and talking about how you could meet your differing needs for mutual gain. First we'll discuss the styles themselves, and then we'll examine how you can discuss a task with a "style-owner" that is different than you.

The Take-Charge Style
You are an insightful, fearless leader who can make fast decisions. (Think jet ski) You work well with others as long as you are in charge. If you're not in charge or if you're forced to do a task, you'll be resistant: you'll argue with the person or challenge the working methods, and resent both long after the task is underway. A solid plan and follow-through will nail those big-picture ideas.

The Steady Style
You're reliable, calm and perceptive. You love routine, predictability, working at your own pace, and being in your own zone. (Think paddle boating) You do not like interruptions or challenges to your tried and true way of doing things, but as you tend not to express your disquiet, it's easy to believe you're not bothered by them. In truth, you will avoid a challenger or stubbornly resist a new way of doing things for extended periods. A dash of the unexpected will spice-up all that dependability.

The Accommodating Style
You are a team-player - adaptive, positive - an excellent negotiator and collaborator. (Think a chatty canoe trip) The relationships you have with others are most important, and you will compromise a stance if it conflicts with someone else's. You like to make sure everyone is okay with the way things are going, which can become a momentum-stopping, tiring,

unprofitable process. Knowing when and how to cut things off will give you the edge you've been looking for.

The Judicious Style
You're a rational-thinker. You approach projects/tasks systematically. (Think smooth sailing) You like clearly defined responsibilities; and knowing what the rules are, you will follow them faithfully if they make good sense. Your joy is in the details. Judge and jury, your pronouncements can come across as all knowing which then makes it difficult for you to admit fault. A touch of humility will balance your delivery.

How-to Discuss a Task with a Style-owner.
As we believe a good discussion can go a long way to mitigating conflicts, here are some do's and don'ts when dealing with people who have different styles than you.
In discussions with the Take-Charge Style:
Keep things practical and to the point. Do not criticize them in any way. If possible, step-back and let them take the lead.

In discussions with the Steady Style:
Seek common ground. Take time to be agreeable and don't take advantage of their good nature. Don't ask them to do things out of their comfort zone unless you're willing to walk them slowly through each step.

In discussions with the Accommodating Style:
Look out for their too-ready impulse to follow your suggestions (As you discuss task-specifics, their dissent will become obvious). Stay calm and just keep ironing out the details. Discuss 'what if' scenarios.

In discussions with the Judicious Style:
Stick to task-specifics (what it entails; deadlines, etc.) As they like to avoid risk and want to know what they're taking on, point out potential problems, but don't offer solutions. Stay quiet; don't interrupt; give them time to make their own assertions and summations.

We hope these suggestions have offered some insight into how to manage your differences better. While it's probably true that a world where we're all the same might be easier sometimes, it would be a lot less creative, and considerably more boring! Here's to leveraging differences.

Peter Hiddema, Negotiation & Conflict Expert
Common Outlook Consulting
info@commonooutlook.com

Hardware Catalyst Initiative (HCI) at ventureLAB

The HCI will support 40 companies in key sectors including Digital Media & ICT, Advanced Manufacturing, Health, and Environment, create 200 jobs, and increase access to capital for hardware and silicon SMEs.

Markham, Ontario-based technology hub ventureLAB has officially opened The Hardware Catalyst Initiative (HCI) on February 6, 2020. The HCI is Canada's first hardware and silicon-focused incubator for tech companies building solutions for technologies like AI, IoT, wearable computing, 5G, and other transformative technologies that will enable the creation of products and solutions that scale globally.

Gap Wireless partnered with ventureLAB to provide their 24/7 access, 1500 square foot hardware lab with state-of-the-art specialized equipment from Keysight Technologies, such as high-speed spectrum analyzer and high-speed oscilloscope, as well as prototyping, production services, and Electronic Design Automation (EDA) toolsets.

Over the next five years, HCI plans to support up to 40 companies, create more than 200 jobs, and commercialize 15 new products and technologies.

Gap Wireless has again partnered with ventureLAB to help accelerate hardware prototyping with support and providing leading edge test equipment from Keysight Technologies for the first 8 startup companies selected as part of this initiative.

"When this started three years ago, it was a big vision to really rebuild and put this ecosystem from a silicon and semiconductor and hardware perspective back on the map," said Melissa Chee, president and chief executive officer of ventureLAB. "And the bigger vision for this is that this becomes one of a select few global hubs around the world for semiconductor and semiconductor related products and companies, big, small, and in all in between."

To learn more about ventureLAB's Hardware Catalyst Initiative (HCI) watch the video here

Gap Wireless Web Store

Browse the extensive Gap Wireless Web Store to discover the latest solutions from our network of more than 60 world-class manufacturers. You'll find a wide variety of test and measurement equipment, ICT equipment, and telecom infrastructure equipment.

Visit Web Store Now

Gap Wireless

Gap Wireless is a leading provider of products and services for wireless network operators and contractors, as well as electronic labs in the Government, OEM, and Education markets. Gap Wireless works with industry-recognized vendors to stock and distribute thousands of wireless infrastructure, public safety, and test & measurement products across North America. Gap Wireless also provides value-added technical/engineering services.

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ABOUT GAP WIRELESS

OUR CORE VALUES

1. Service Excellence
2. Can Do Attitude
3. Solutions Driven
4. Positive Energy; Passionate Contribution

Gap Wireless is a leading provider of products and services for wireless network operators and contractors, and electronic labs in the Government, OEM, and Education markets. Gap Wireless works with industry-recognized vendors to stock and distribute thousands of wireless infrastructure, public safety, and test & measurement products and value-added technical/engineering services across North America.

Additionally, Gap Wireless offers a suite of hardware and value-added services for the C-UAS (Drone Defence) market.

Gap Wireless is well positioned to support customer requirements across North America from our 15,000 square foot headquarters and warehouse in Mississauga, Ontario. Our highly trained sales force is positioned across Canada—in all major markets.

INDUSTRY SECTORS

Wireless Carriers

Engineers / Contractors / Integrators

OEM's / Government / Education